

State of Delaware

Vision Insurance Request for Proposal (RFP)

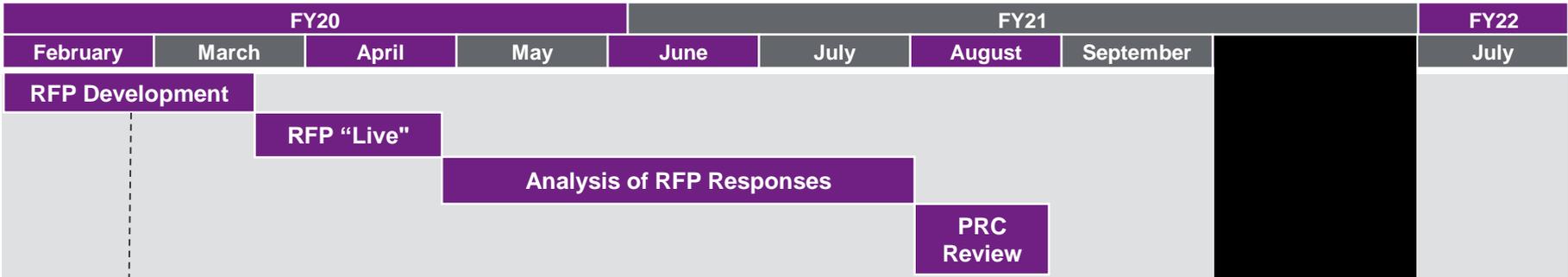
September 14, 2020

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Vision Insurance RFP timeline



Milestone




RFP released
(Apr 20)


RFP bids due
(May 15)


Bidder finalist interviews
(Aug 10)


Scoring meeting
(Aug 24)


Contract Effective Date
(Jul 1)

Development included:

- Scope of work
- Evaluation criteria
- Minimum requirements
- Optional second plan offering ("High" plan)
- Optional addition of Participating Groups that do not offer their own vision insurance

Bids received from:

- EyeMed (incumbent)
- Highmark²
- MetLife
- NVA¹
- Superior Vision
- VBA¹

Of particular interest to the Proposal Review Committee (PRC):

- Vendors' ability to expand networks to include top 20 utilized providers for current plan participants
- Options of offering a second plan option ("High" plan) and expanding coverage to include Participating Groups

1. Eliminated due to insufficient networks. | 2. Eliminated due to non-competitive pricing.

Results of Proposal Review Committee scoring meeting

- The Proposal Review Committee (PRC) voted to recommend that the contract be awarded to EyeMed based on the following:
 - Scoring (out of 60 points) – EyeMed: 46.0; Superior Vision: 43.1, and MetLife: 40.7
 - Network Disruption – As the incumbent, EyeMed would have the least network disruption
 - Rates – EyeMed’s best and final offer for the current/”Low” plan resulted in a reduction of the current FY20 rate
 - Service – to members (including ease of use of member website and apps) and to SBO for account management
 - Administrative efficiencies associated with offering a second plan option
- The PRC also voted to recommend the adoption of the following optional components:
 - Offering a second “High” plan option – choice of plan options exist in other benefits (including Accident, Critical Illness, Dental benefits), provides a buy-up option for employees seeking lower costs at the point of care (for a higher premium rate)
 - Participating Groups – EyeMed’s bid response indicated the ability and willingness to implement and administer the Participating Groups on a group direct bill arrangement at no additional cost to current plan participants

PRC recommendation to the SEBC

RESOLVED that with respect to the award of a contract pursuant to the Request for Proposal (RFP) for the Group Vision Insurance benefit, the Proposal Review Committee recommends to the State Employee Benefits Committee as follows:

- Contract award to EyeMed for an initial three-year term effective July 1, 2021 through June 30, 2023, with two optional one-year period extensions.
- Two coverage levels - the current/"Low" plan and a "High" plan.
- Expand eligibility to the Participating Groups – this would only be for those groups that do not offer their own vision plans